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US Milk Production Increased 0.04% In 2023, Fell 0.1% In Dec.

Fourth-Quarter US Milk Output Was Down 0.6%, As 29 States Reported Production Decreases

Washington—US milk production in the 24 reporting states during December totaled 18.07 billion pounds, down 0.1 percent from December 2022, USDA's National Agricultural Statistics Service (NASS) reported Wednesday.

November's milk production estimate for the 24 reporting states was revised down by 14 million pounds from last month's preliminary estimate, but milk production was still down 0.6 percent from November 2022.

Production per cow in the 24 reporting states averaged 2,030 pounds for December, one pound above December 2022.

The number of milk cows on farms in the 24 reporting states in December was 8.90 million head, 17,000 head less than December 2022, but unchanged from November 2023.

For the entire US during December, milk production totaled 18.84 billion pounds, down 0.3 percent from December 2022. During the fourth quarter of

2023, milk production totaled 55.6 billion pounds, down 0.6 percent from the fourth quarter of 2022. Third-quarter milk production had also been down 0.6 percent from a year earlier.

The average number of milk cows in the US during the fourth quarter was 9.36 million head, 16,000 head less than the third quarter, and 44,000 head less than the fourth quarter of 2022.

For all of 2023, US milk production totaled a record 226.55 billion pounds, up 0.04 percent, or 89 million pounds, from 2022. That's the 14th straight year in which US milk production set a new record.

Milk production hasn't declined since 2009, when output of 189.2 billion pounds was down 0.4 percent, or 776 million pounds, from 2008.

US milk production has now totaled over 226.0 billion pounds, but under 227.0 billion pounds, for three straight years. The last time US milk production was that

stagnant was over the 2002-2004 period, when milk output was over 170 billion pounds but under 171 billion pounds for three consecutive years.

Milk production then increased by almost 11 billion pounds over the 2005-2006 period, to 181.8 billion pounds in 2006.

In December, California's milk production totaled 3.45 billion pounds, down 1.0 percent from December 2022, due to 9,000 fewer milk cows and 10 less pounds of milk per cow.

California's October-December 2023 milk production totaled 10.02 billion pounds, down 1.9 percent from the same period in 2022.

The state's third-quarter milk output had been down 4.0 percent from 2022's third quarter.

Wisconsin's December milk production totaled 2.67 billion pounds, up 0.5 percent from December 2022, due to unchanged milk cow numbers but 10 more pounds of milk per cow. Wisconsin's fourth-quarter milk production totaled 7.95 billion pounds,

• See **Dec. Milk Output**, p. 6

FDA Should Finalize Plans To Implement Food Traceability Rule, GAO Says

Washington—The US Food and Drug Administration (FDA) should finalize and document an implementation plan for its food traceability rule, the US Government Accountability Office (GAO) recommended in a report released late last week.

In November 2022, FDA released its final food traceability rule, which establishes additional recordkeeping requirements for persons who manufacture, process, pack, or hold foods the agency has designated for inclusion on the Food Traceability List (FTL).

The final rule adopts provisions requiring these entities to maintain records containing information on critical tracking events in the supply chain for these designated foods, such as initially packing, shipping, receiving, and transforming these foods.

The Food Traceability List includes numerous cheeses, other than hard cheeses, including fresh soft or soft unripened cheeses, soft ripened or semi-soft cheeses, and cheese made from raw milk, other than hard cheese.

FDA has taken several actions to help its nonfederal regulatory partners and industry prepare for compliance with the food traceability rule by the Jan. 20, 2026 deadline, the GAO report noted.

• See **Traceability Rule**, p. 7

IDFA Women In Dairy Survey: The Gender Pay Gap In US Dairy Is Real

Phoenix, AZ—Findings from a new survey on women's role in the dairy industry were unveiled at Dairy Forum here this week, offering suggestions on how to better support women and improve gender equality in the dairy sector.

The International Dairy Foods Association (IDFA) introduced its inaugural *Women in Dairy* report, examining the attitudes, beliefs, behaviors, and policies affecting women employed throughout the dairy supply chain.

The report stems from IDFA's multifaceted People Strategy and programs like the Women in Dairy network, created to provide members with the knowledge, tools

• See **Women In Dairy**, p. 10

IDFA's Dykes Looks At Five Key Areas To Winning For Dairy Industry

Phoenix, AZ—Michael Dykes, president and CEO of the International Dairy Foods Association (IDFA), thinks there are "about five key areas that we can focus on that will be the keys to us winning for dairy."

Those five areas, Dykes said during his Dairy Forum 2024 President's Breakfast Address here Monday morning, are: embracing a new vision for dairy, "reclaiming our health halo, leaning into sustainability, reigniting our competitive fire, and focusing on people, our number-one priority."

The dairy industry "has a growth mindset. Our farmers want to grow, our processors want to grow," Dykes said in his address. "We have an opportunity to become the world's dominant supplier of affordable,

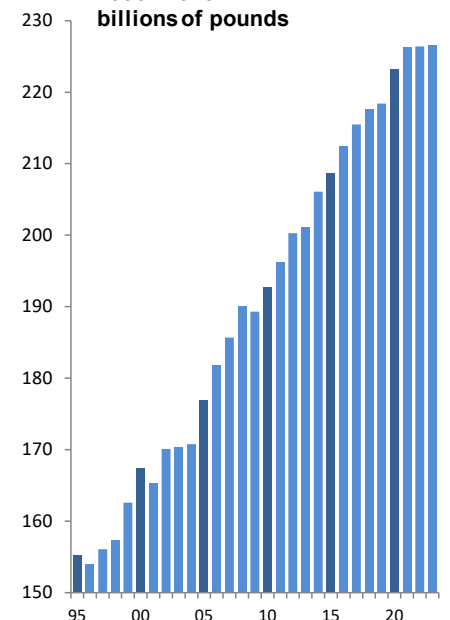
nutritious, sustainably produced dairy products."

The dairy industry "can elevate the premiumization of our products, and the precision of our products, and we can do both," Dykes continued. "Consumers want healthy, they want indulgent. They want convenient, they want inexpensive. We can do both. We are doing both."

Regarding dairy's growth mindset, there is more than \$7 billion in planned investments in the dairy industry over the next several years, "and we are probably missing some," he said. These investments include new and expanding cheese plants, aseptic milk plants, ice cream plants, UF plants, and more.

• See **Five Key Areas**, p. 3

US Milk Production
1995–2023
billions of pounds





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EDITORIAL COMMENT



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he US went from running dairy trade *deficits* in the hundreds of millions of dollars in the early years of the 21st century to running dairy trade *surpluses* in the billions of dollars over the past decade-plus.

Dairy Trade Surplus A Bright Spot For US Agriculture

The US dairy industry hasn't been a really significant exporter for all that many years, but it has emerged just in the past couple of years as a real bright spot for US agriculture.

Michael Dykes, president and CEO of the International Dairy Foods Association, put this point in perspective during his Dairy Forum 2024 President's Breakfast Address Monday morning in Phoenix. Throughout history, he pointed out, the US has always had a positive balance of trade when it comes to food and agriculture, "meaning we export more than we import."

However, this past year, "we imported more food and agriculture than we exported" for the first time in history. But "we're exporting far more than we are importing on dairy."

This is quite an accomplishment for the US dairy industry. To put it in just a bit of historical perspective, we went back to the beginning of the 21st century and looked at some agriculture and dairy trade statistics.

Back in 2000, US dairy exports were valued at about \$967 million, while dairy imports were valued at just over \$1.5 billion, for a dairy trade deficit of over \$500 million. In 2003, US dairy exports topped \$1 billion for the first time, while dairy imports were valued at almost \$1.8 billion, for a dairy trade deficit of almost \$800 million.

Finally, in 2007, the US ran a dairy trade surplus, with exports reaching \$3.0 billion and imports valued at just under \$2.5 billion, for a dairy trade surplus of over \$500 million.

During this period (2000-2007), the US was running a healthy agriculture trade surplus. In 2000, US ag exports were valued at \$55.9 billion, while imports were valued at \$41.9 billion. By 2007, ag exports has risen in value to \$93 billion, while imports had risen in value to \$77 million.

So during that period in the early part of the 21st century, US dairy wasn't contributing to the positive US ag trade balance.

But that's changed, in a significant way, in recent years. From 2014 through 2022, US dairy exports have topped \$7 billion in value twice (in 2014 and in 2021), and topped \$9 billion in value once (in 2022). Their lowest level during that period was \$4.7 billion, in 2016.

US dairy imports, meanwhile, ranged from about \$2.7 billion to around \$2.9 billion between 2014 and 2018, between \$3.0 billion and \$3.6 billion between 2019 and 2021, and then reached a record \$4.65 billion in 2022.

So the US went from running dairy trade *deficits* in the hundreds of millions of dollars in the early years of the 21st century to running dairy trade *surpluses* in the billions of dollars over the past decade-plus.

Meanwhile, US ag exports have continued to grow in recent years, from \$156 billion in 2014 to \$196 billion in 2022. Ag imports have grown more impressively, from \$119 billion in 2014 to \$198 billion in 2022, for a US ag trade deficit of around \$2.0 billion.

That ag trade deficit widened considerably in 2023. During the first 11 months of 2023 (December trade figures haven't been released yet, so annual totals aren't available), US ag exports were valued at \$159 billion, while imports were valued at \$179 billion, for a deficit of around \$20 billion.

For fiscal year 2024 (which runs from Oct. 1, 2023, through Sept. 30, 2024), USDA is forecasting a US ag trade deficit of \$30.5 billion, but it's also forecasting a dairy trade surplus of \$1.8 billion. So dairy trade will remain a bright spot for US agriculture.

But what does the future hold? Dykes noted that USDA is pro-

jecting 20 billion pounds more milk by 2030, that today the US is exporting about 18 percent of its milk production, and as more milk comes online, "we're going to need to be north of 22 percent of our milk for exports."

To do that, the US will need to defend against unfair trade barriers, expand existing trade agreements and work on new agreements, Dykes said.

Unfortunately, there seems to be little help coming from Washington. The Biden administration and Congress are "too busy fighting with each other and not focusing on helping. And when they're fighting, we're not going to be winning," Dykes said.

What does the future hold for US trade policy? The Biden administration has been focused on the Indo-Pacific economic framework "but there's no market access in that," Dykes noted. If the Biden administration continues for a second term, it "doesn't appear as though we will have a trade agenda."

Former President Trump is the Republican front-runner at this time, and if there's a Trump administration, "it looks like we're going to be back into tariffs," Dykes said. And if we have tariffs, "food and ag products get retaliated on the import side."

These pose both short- and long-term problems for US dairy trade. In the short run, retaliatory tariffs can reduce US dairy exports almost immediately.

In the long run, new trade agreements take years to negotiate and years to implement. As Dykes pointed out, New Zealand's trade agreement with China was signed in 2008, but it wasn't until Jan. 1, 2024, that New Zealand gained complete duty-free dairy access to China.

US dairy exports are a bright spot for US agriculture trade right now, but continuing to be a bright spot in the future isn't going to get any easier.

Hilmar Launches B2B Digital Trading Platform For Global Cheese Customers

Hilmar, CA—Hilmar Cheese Company, Inc., one of the world's largest cheese manufacturers and a global supplier of whey ingredients, has expanded its HilmarConnect® digital trading platform to give customers worldwide 24/7, real-time access to cheese availability, price and timing of shipments.

HilmarConnect Global, which provides 24/7 access to cheese availability and pricing transparency, is now accessible to Hilmar customers around the world for 40-pound block Cheddar sales. The digital platform offers flexibility to customers in pricing, volume and timing of shipments via its web-based desktop and mobile applications, Hilmar noted.

Through live bidding events that occur every two weeks, Hilmar said it is bringing visibility to the real-time global supply and demand volatility of all customers. This allows customers to secure future Hilmar capacity now with the flexibility to adjust product variety closer to actual production dates to meet their unique business needs.

It also presents improved price discovery and arbitrage opportunities, allowing customers to evaluate price and physical supply in a single event, according to Hilmar.

The platform has a track record of proven success for domestic customers who have already embraced the trading experience for opportunity cheese, which will continue, the company stated. Hilmar added 40-pound block Cheddar cheese sales to the platform beginning Thursday, Jan. 25, 2024.

Investment in this platform, powered by Nui Markets, comes at a time when B2B buyers are asking for a digital purchasing experience, Hilmar pointed out. According to Wunderman Thompson Commerce, 49 percent of B2B purchases are now made online and 62 percent of B2B buyers would like to have dedicated smartphone apps through which they can purchase.

"Hilmar is dedicated to our philosophy of flexibility and responsiveness to our customer relationships, and we're excited to provide this solution," said Travis Coffey, director of sales.

For more information about HilmarConnect Global and to access the platform, visit hilmar.com/hilmarconnect-global/.

Founded in 1984, Hilmar operates plants in Hilmar, CA, and Dalhart, TX. A third manufacturing facility in Dodge City, KS, is expected to open later this year.

Five Key Areas

(Continued from p. 1)

Regarding dairy regaining its health halo, dairy "needs to be something you seek, something that you value, something you want to consume," Dykes said. "We need to become central to the food-as-medicines movement."

Sustainability is a "hot topic," Dykes said. "We need to be able to thrive in a new era of sustainability. It's coming and the US is going to be market-driven."

A glass of milk is produced with 90 percent less land, 63 percent smaller carbon footprint, and 65 percent less water than the glass of milk produced in the US 70 years ago, Dykes pointed out.

"Our dairy CEOs are motivated by sustainability," he continued. Some 65 percent are looking to pursue sustainability in a greater way. It's moved from sixth place to third as a leading priority.

More and more companies are tracking their emissions, Dykes said, and more and more companies are submitting to global standards like science-based target initiatives. There's a growing interest in how scope 1, 2, and 3 are reported.

"We have a lot of advantage to our US system and we need to leverage that," Dykes said. "We need to take advantage of that. It's voluntary. It's incentive-based. It's market driven. That means that we won't have one mandate about everybody does the same thing. It's going to take us some time to evolve."

The dairy industry will need to watch this in its export markets to make sure that we have a bright future of that, but we're going to need a trade agenda to do that,

Dykes noted. "We need to reignite our competitive fire. The world demands more of our US dairy. We need to go take that market."

The USDA is projecting 20 billion pounds more milk by 2030, Dykes said. Today the US is exporting about 18 percent of its production, and in the coming years, as more milk comes online, "we're going to need to be north of 22 percent of our milk for exports.

"We'll need a game plan for that," he continued. "We'll need to build globally competitive markets. We'll need to defend against the unfair trade barriers. We'll need to expand our existing agreements and work on new agreements. We'll need to think about new tools and new policies."

Where is the Biden administration and Congress?

"They're too busy fighting with each other and not focusing on helping. And when they're fighting, we're not going to be winning," Dykes said. "If we aren't growing, we're getting behind."

There are some unresolved trade issues, Dykes noted. The dairy tariff-rate quota (TRQ) issues with Canada as part of the US-Mexico-Canada Agreement (USMCA) are one example. The Biden administration has been focused on the Indo-Pacific economic framework, "but there's no market access in that."

Trade Promotion Authority is really not talked about in Congress, which is where it has to pass, Dykes said. "We don't have a focus on trade and advancing ourselves in trade."

A year from now, if the Biden administration continues for a second term, it "doesn't appear as though we will have a trade agenda," Dykes said. And if we have another Trump administra-

tion, "it looks like we're going to be back into tariffs and we see how the tariffs even stayed on during the Biden administration."

Trump is talking about 10 percent tariffs, Dykes noted. What happens if we have tariffs? "Food and ag products get retaliated on the import side."

Here in the US, "we need to be unified on what we're doing and thinking about our pricing policy so that it works for dairy farmers for profitability, and processors for profitability, so that we can meet the terms and conditions of international trade and be globally competitive."

Finally, "we need to put a focus on people. People is at the core of everything we do," Dykes said.

People is the number one concern for the dairy industry, Dykes continued. "We've got to build cultures that excite, attract and retain the best and the brightest. We've got to invest in the next generation of leaders."

IDFA's People Strategy is composed of four signature programs:

- NextGen Leadership Program, which is a program that Dykes said is "absolutely phenomenal." This program takes about 30 people every year; there are 130-plus alumni through the first five.

- Women in Dairy, which works to improve recruiting, retention, and gender equality within the sector through data-based metrics and tools, C-suite engagement, and by networking and professional development.

- HR Leaders in Dairy, an IDFA member community for human resource officers in the dairy industry to exchange freely and openly on important topics related to engaging and developing the dairy workforce of the future.

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Trinity Truck And Trailer Service To Expand Into Milk Silo Manufacturing

Lansing, MI—Michigan Gov. Gretchen Whitmer late last week announced three business expansion projects that have received support from the Michigan Strategic Fund.

Trinity Truck and Trailer Service, LLC, a manufacturer of milk transport tankers and mechanical repair facility, is planning a two-phase expansion of its headquarters facility in the city of Ithaca, MI.

The first phase of the project will allow Trinity to pursue opportunities in the production of milk stainless steel storage silo manufacturing, pasteurization, and other hygienically designed equipment.

Currently, Michigan's agribusiness operations rely on out-of-state suppliers for storage silos,

according to the Michigan Economic Development Corporation (MEDC).

Production of storage silos in Michigan will allow the state's dairy companies to source their silos from within the state.

The second phase of the project will include the renovation of Trinity's existing repair service facility.

The project is expected to generate a total capital investment of \$6.75 million and create 55 jobs with the support of a \$192,500 Micro Michigan Business Development Program performance-based grant.

"Trinity Truck and Trailer Service has been a proud member of the Ithaca community since 2018," said Ron Lupa, Trinity Truck and Trailer owner and manager. "We

specialize in truck and trailer repair and the manufacturing of tanker trailers for dairy, fertilizer, and other non-coded tanks. We are proud of our team's hard work and accomplishments to keep the trucks and trailers of the community and surrounding areas running safely.

"With growing business we will be expanding and incorporating vertical storage tanks and silos for the dairy industry into our line of work," Lupa continued. "The assistance from the MEDC will help in this endeavor. We look forward to the new job and business opportunities this will provide to the community."

"Trinity's expansion project will have far-reaching positive impacts on the agricultural and transportation industry in Michigan and throughout the country," said James E. Wheeler, president, Greater Gratiot Development Inc.

Iowa Launches Choose Innovation Grants To Boost On-Farm Processing

Des Moines, IA—Iowa Secretary of Agriculture Mike Naig recently announced the launch of the new Choose Iowa Dairy Innovation Grant Program, which aims to increase on-farm dairy processing, reduce farm labor costs, and expand the availability of Iowa dairy products for consumers.

The grant program, which was authorized during the 2023 legislative session and is administered by the Iowa Department of Agriculture and Land Stewardship, has an overall budget of \$750,000 for the first year.

With the Iowa legislative intent of assisting smaller dairies and farmers, the competitive program will match up to \$100,000 per project.

The new Choose Iowa Dairy Innovation Grant awards financial assistance to eligible businesses engaged in projects that do one or more of the following:

- Expand or refurbish existing milk plants or establish a new milk plant.

- Expand or refurbish existing mobile dairy processing units or establish new mobile dairy processing units.

- Rent buildings, refrigeration facilities, freezer facilities or equipment to expand dairy processing capacity, including mobile dairy or refrigeration units used exclusively for dairy processing.

- Incorporate methods and technologies that reduce farm labor associated with milk production

and storage, including but not limited to the use of robotics and processes or systems that operate using computerized equipment or machinery.

"We are excited to identify the most innovative and creative dairy projects through this program, which we know will create new markets for farmers, more choices for consumers, and additional economic activity in our rural communities," Naig continued.

Applicants must be located in Iowa, have fewer than 50 employees, and be in good standing with pertinent regulatory agencies.

Successful applications are due by 12:00 p.m. on Friday, Feb. 9, 2024.

For more information about the Choose Iowa Dairy Innovation Grants, visit the Choose Iowa website, www.chooseiowa.com.

FROM OUR ARCHIVES

50 YEARS AGO

Jan. 25, 1974: Chicago—After six years of research and development, the Coca-Cola company announced that sales of four "nutritious" soft drinks have been a decided disappointment. Coca-Cola "concluded that consumers cannot accept a combination of carbonation and nutrition, or the concept of a non-carbonated, nutritious soft drink."

Washington—The USDA purchased both butter and margarine for food distribution programs, primarily those for needy families and school lunch. The margarine purchase – the first in six years – was necessitated by the shortfall of bids for USDA's offer to buy 14 million pounds of butter.

25 YEARS AGO

Jan. 29, 1999: Modesto, CA—The CMAB has kicked off 1999 with entry into its first out-of-state market for California cheese: Colorado. The CMAB picked Colorado for its first out-of-state, \$2 million, year-long campaign due to its strong cheese market.

Madison—Full liberalization of world dairy trade would have very small impacts on US milk products, but relatively big changes on the US dairy processing sector. US milk prices and milk production would only change 1 percent from base levels under full global dairy trade liberalization.

10 YEARS AGO

Jan. 24, 2013: Rosemont, IL—The Innovation Center for US Dairy is exploring the use of a technology that could enable cheese makers to quickly and accurately measure sodium content during the cheesemaking process, which could help reduce the current wide variability in sodium content.

Walton, NY—A small collection of farmstead and artisan cheese and dairy producers throughout New York State's Catskills Mountain region have joined together to raise the profile of their unique products. The creation of Catskills Family Creameries was spearheaded by the Farm to Market Program of the Watershed Agricultural Council.

Reed's Dairy's Production Facility Burns Down

Idaho Falls, ID—Reed's Dairy's production facility in Idaho Falls experienced a fire on Jan. 18, 2024, according to an "Update" posted on the company's website.

The building, which is lost, was Reed's Dairy's original milk barn.

It's the building where the cheese, ice cream and other products were processed, according to a report by EastIdahoNews.com.

A dairy in Washington will help bottle the milk for the immediate future. A company in Salt Lake will make the ice cream mix and Gossner Foods in Logan will make the cheese. The Reed's Dairy crew will utilize the batch freezers at Kari Anne's Frozen Desserts in Rexburg to make ice cream.

WHAT IF...

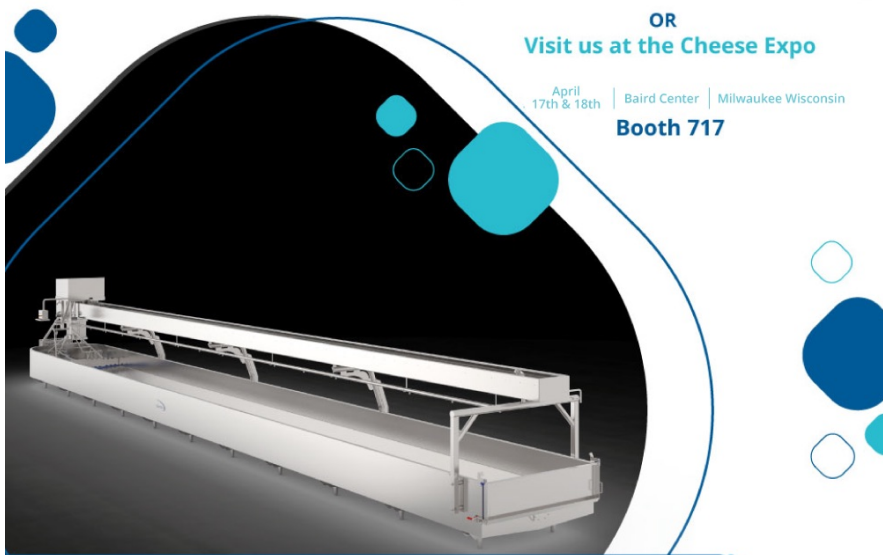
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Galloway Company Expands Cream Liqueur Distribution Network

Neenah, WI—Galloway Company, the largest producer of cream liqueur bases in the US, this week announced an expansion of its distribution network to reach craft distillers across the US from Ultra Pure's newly constructed facility in Louisville, KY.

Ultra Pure's new facility features a dedicated cold storage logistics center for shipping creams as of Jan. 22, 2024, Galloway Company noted.

This expansion comes in the eighth year of a strategic partnership between Galloway Company and Ultra Pure, which is said to be the largest bulk alcohol supplier in the US.

The alliance between the two industry leaders aims to remove barriers to entry in the cream liqueur segment and enable a more efficient route to market, Galloway Company explained. Ultra Pure's new cold storage facility and centrally located distribution hub in Louisville are key to maintaining top product quality and enabling short lead times.

"Our growing collaboration with Ultra Pure signifies a pivotal step towards extending our legacy of providing high-quality cream liqueurs to the craft distillery market," said Mark Gottsacker, director of beverage sales for Galloway Company. "From a single tote to full trucks, this partnership allows us to reach partners at any stage of their business, making adding creams to product lines easier than ever."

"We are thrilled to join forces with the Galloway Company, known for its commitment to quality and innovation," said Niels van der Kloot, Ultra Pure's president. "This collaboration aligns seamlessly with our vision of delivering unparalleled products to our clientele while solidifying our position as a leader in the distribution of premium spirits."

To ensure customer success, Galloway Company offers fully dedicated R&D support, regulatory guidance, tailored co-packing partnerships, and scalable growth strategy. For more information, visit gallowaycompany.com.

In addition to being the largest US producer of cream liqueur bases, Neenah, WI-based Galloway Company is also an industry-leading producer of sweetened condensed milk, evaporated milk, and dairy beverage bases. Classic Mix Partners, a subsidiary of Galloway Company, is the largest manufacturer of frozen dairy dessert mixes in Wisconsin and supplies customers across the US.

USDA Releases Report To Congress On 2021 Dairy Promotion Activities

Washington—The US Department of Agriculture (USDA) recently released its annual report to Congress on the 2021 activities of the Dairy Promotion and Research Program and the Fluid Milk Processor Promotion Program.

Release of the report comes less than five months after USDA released its report on the 2020 activities of the two dairy promotion programs. Release of that 2020 report came less than a week after several members of Congress expressed "deep concern" regarding the agency's "ongoing failure" to publish the annual reports to Congress for 2020, 2021 and 2022.

USDA's report on 2020 dairy promotion activities is dated September 2023, while the report covering 2021 activities is dated November 2023.

The enabling legislation of the dairy producer, dairy importer, and fluid milk processor promotion programs requires USDA to submit an annual report to the House and Senate Agriculture Committees. The new report includes summaries of the activities for the dairy and fluid milk programs, including an accounting of funds collected and spent, USDA activities, and an independent analysis of the effectiveness of the programs.

In the report, the two promotion programs are evaluated with two key questions in mind. First, have the demand-enhancing activities conducted by dairy producers, importers, and fluid milk processors increased the demand for fluid milk and manufactured dairy products? And second, did

those who have paid for the promotions benefit from them?

The evaluation covers the period of 1995 to 2021 and captures the joint efforts of Dairy Management, Inc. (DMI), the Milk Processor Education Program (MilkPEP), and state and regional dairy producer-funded promotion organizations referred to as Qualified Programs (QPs).

The overall finding of the evaluation is that dairy promotion under the two promotion programs has effectively increased US demand (domestic and exports) for dairy products. Per capita consumption of fluid milk, cheese, and butter rose by 8.1 percent, 4.6 percent, and 5.3 percent respectively.

The overall downward trend of per capita fluid milk consumption from 1995 and 2021 was mitigated to some extent by the promotional efforts of the promotion programs, according to the evaluation. Exports of butter were lower by 18.4 percent, while exports of cheese were up by 5.2 percent over the same period. Exports of non-fat dry milk were up by 0.5 percent over the period 1995 to 2021.

Returns from the program activities of producers and to fluid milk processors are summarized with benefit-cost ratios (BCRs). The BCRs are based on the demand-enhancing expenditures only; therefore, they do not account for certain operating expenses such as administrative expenses, overhead, technical support, and industry relations.

Over the period from 1995 to 2021, the BCRs expressed in terms of producer profit at the farm level

were calculated to be \$1.63 for every dollar invested in demand-enhancing activities for fluid milk; \$3.23 for every dollar invested in demand-enhancing activities for cheese; and \$23.10 for every dollar invested in demand-enhancing activities for butter. For other nonspecific promotion activities, the BCR was calculated to be \$9.05 for every dollar invested.

On a fat and skim solids basis, a significant positive relationship was evident between the demand for all dairy products and the advertising and promotion expenditures associated with the promotion programs, the evaluation noted. The aggregate all-dairy BCR was 5.07, meaning that, on average, producer profit increased by \$5.07 for each dollar invested in demand-enhancing activities. These BCRs are net of the costs associated with the programmatic activities of the programs.

The returns-on-investment as measured by the BCR for all dairy products, exports, and other non-specific dairy products are larger than what was reported in the previous two evaluations. However, the BCRs associated with fluid milk have declined steadily from 3.26 to 1.91 to 1.63.

Similarly, the BCRs associated with butter and cheese have decreased slightly, according to the evaluation. For butter, the BCRs declined from 24.40 to 24.11 to 23.10, and for cheese the BCRs declined from 3.62 to 3.27 to 3.23.

Imported cheese levels were higher by 1.54 million pounds over the period 2012–2021 based on promotion funds collected from importers, the evaluation found. Unit values of cheese imports amounted to roughly \$3.24 per pound on average over the period between 2012 and 2021.

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Dec. Milk Output

(Continued from p. 1)

up 0.5 percent from 2022's fourth quarter. The state's July-September output had been up 0.8 percent from the same period in 2022.

December milk production in Texas totaled 1.39 billion pounds, down 0.7 percent from December 2022, due to 15,000 fewer milk cows but 35 more pounds of milk per cow.

Texas's October-December milk production totaled 4.09 billion pounds, down 1.4 percent from the same period in 2022.

Texas's third-quarter milk production had been down 2.4 percent from the production of 2022's third quarter.

Idaho's December 2023 milk production totaled 1.37 billion pounds, down 0.7 percent from December 2022, due to 2,000 more milk cows but 20 less pounds of milk per cow.

Idaho's fourth-quarter milk production totaled 4.07 billion pounds, down 0.8 percent from 2022's fourth quarter. The state's July-September milk output had been down 0.4 percent from the same period in 2022.

New York's December milk production totaled 1.34 billion pounds, up 1.4 percent from December 2022, due to unchanged milk cow numbers but 30 more pounds of milk per cow. New York's October-December milk production totaled 3.96 billion pounds, up 1.2 percent from the same period in 2022. The state's third-quarter output had been up 3.1 percent from 2022's third quarter.

December milk production in Michigan totaled 1.0 billion

pounds, up 0.9 percent from December 2022, due to 7,000 more milk cows but 15 less pounds of milk per cow.

Michigan's fourth-quarter milk production totaled 2.98 billion pounds, up 1.5 percent from 2022's fourth quarter. The state's milk production during the July-September period had been up 3.3 percent from the same period in 2022.

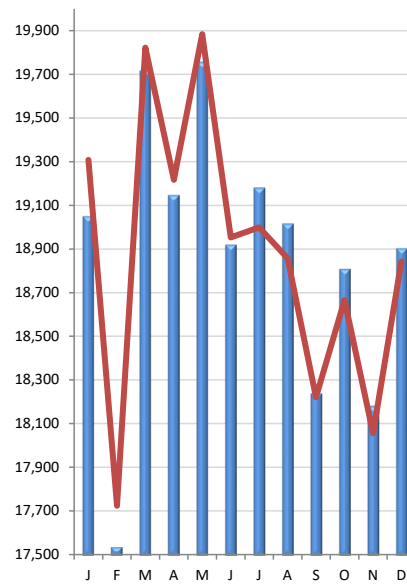
Minnesota's December milk production totaled 871 million pounds, down 1.4 percent from December 2022, due to 5,000 fewer milk cows and five less pounds of milk per cow. Minnesota's October-December milk production totaled 2.58 billion pounds, down 1.3 percent from the same period in 2022. The state's third-quarter milk output had been down 0.6 percent from 2022's third quarter.

December milk production in Pennsylvania totaled 821 million pounds, down 0.8 percent from December 2022, due to unchanged milk cow numbers but 15 less pounds of milk per cow. Pennsylvania's fourth-quarter milk production totaled 2.4 billion pounds, down 0.9 percent from 2022's fourth quarter. The state's July-September milk output had been down 0.2 percent from a year earlier.

Washington's December milk production totaled 515 million pounds, up 2.6 percent from December 2022, due to 3,000 more milk cows and 30 more pounds of milk per cow.

Washington's October-December milk production totaled 1.53 billion pounds, up 1.0 percent from a year earlier. The state's third-quarter milk output had been down 0.1 percent from 2022's third quarter.

US Milk Production
2022 vs. 2023
(in millions of pounds)



New Mexico's December milk production totaled 511 million pounds, down 11.1 percent from December 2022, due to 29,000 fewer milk cows and 15 less pounds of milk per cow. New Mexico's fourth-quarter milk production totaled 1.53 billion pounds, down 10.4 percent from 2022's fourth quarter.

The state's July-September milk output had been down 8.1 percent from a year earlier.

All told for the 24 reporting milk producing states in December 2023, compared to December 2022, the milk production was higher in 14 states, with those increases ranging from 0.5 percent in Wisconsin to 11.3 percent in South Dakota; and lower in 10 states, with those declines ranging from 0.7 percent in both Texas and Idaho to 11.1 percent in New Mexico.

For the contiguous 48 states during the fourth quarter (milk production statistics aren't avail-

Milk Production by State

STATE	Dec 2022 millions of lbs	Dec 2023 millions of lbs	% output change	Change Cows
California	3482	3447	-1.0	-9000
Wisconsin	2661	2673	0.5	NC
Texas	1388	1378	-0.7	-15000
Idaho	1378	1369	-0.7	2000
New York	1317	1336	1.4	NC
Michigan	996	1005	0.9	7000
Minnesota	883	871	-1.4	-5000
Pennsylvania	828	821	-0.8	NC
Washington	502	515	2.6	3000
New Mexico	575	511	-11.1	-29000
Iowa	494	500	1.2	1000
Ohio	466	477	2.4	5000
Colorado	443	430	-2.9	-6000
Arizona	407	415	2.0	4000
South Dakota	355	395	11.3	21000
Indiana	374	379	1.3	3000
Kansas	352	354	0.6	1000
Vermont	214	209	-2.3	-2000
Oregon	212	207	-2.4	-3000
Utah	177	178	0.6	NC
Georgia	175	170	-2.9	-1000
Florida	157	167	6.4	6000
Illinois	142	144	1.4	NC
Virginia	115	118	2.6	NC

able for Alaska and Hawaii), compared to the fourth quarter of 2022, milk production was higher in 18 states, with those increases ranging from 0.1 percent in Iowa to 9.1 percent in South Dakota; lower in 29 states, with those declines ranging from 0.2 percent in Kansas to 30.0 percent in Arkansas; and unchanged in Rhode Island.

Saco Foods Bought By Fengate Private Equity, Weathervane Investments

Middleton, WI—Fengate Private Equity on Monday announced it has completed the acquisition of Saco Foods Holdings, LLC, from Benford Capital Partners.

Fengate is partnering with Weathervane Investment Corp. to support continued growth of Saco Foods, and is managing this investment on behalf of the LiUNA Pension Fund of Central and Eastern Canada.

Saco Foods was founded in 1973 by Ray Sanna, with his father, Bartel, and his brother, Anthony. The company's first product was Mix'n Drink Instant Nonfat Dry Milk. In 1985, Saco Foods introduced its first truly unique product: SACO Cultured Buttermilk Blend.

The Sanna family sold Saco Foods to Tom Walzer in 2014, Walzer then recapitalized the business in partnership with Benford Capital Partners in 2016.

The existing Saco Foods management team, led by CEO Tom Walzer, will continue to retain a significant equity interest in the company, according to the announcement.

"Saco Foods is excited to partner with Fengate and Weathervane to sponsor the Company's next chapter of growth," Walzer said.

"We are excited to back Tom and his team, who have built a strong portfolio of leading brands that sit at the intersection of quality, heritage and convenience," says Jennifer Pereira, managing director, group head of private equity at Fengate.

Saco Foods sells its products primarily through supermarkets, mass retailers and e-commerce channels in the US.

For more information on Saco Foods or Fengate, visit www.sacofoods.com.

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FDA Releases Video On Tech-Enabled Food Traceability

Silver Spring, MD—The US Food and Drug Administration (FDA) has published its first video in an educational series focused on how food companies' use of tech-enabled traceability can enhance food safety and protect consumers from foodborne illness.

Episode 1 of the series features five participating companies demonstrating various approaches to low- or no-cost traceability technologies within diverse parts of the food supply chain. The video showcases how the food industry can help create a more digital, efficient, and safe food system that will benefit both consumers and food producers.

The roundtable participants discuss opportunities for companies to voluntarily adopt tracing technologies, harmonize tracing activities, and ways to incentivize the development and implementation of scalable and cost-effective traceability hardware, software, or data analytics platforms.

The video includes companies that participated in the Low- or No-Cost Tech-Enabled Traceability Challenge and that expressed interest in participating in this series. FDA said it does not endorse any technology, company, or solution, and the views and opinions of the video series participants represent those of the speakers and should not be considered to represent advice or guidance on behalf of FDA.

Participating companies in Episode 1 are:

Varcod creates a temperature-based traceability safety network from consumer back to the point of origination to better facilitate recall procedures.

Morpheus Network provides agri-food producers, exporters, and retailers with a Digital Footprint for end-to-end shipment history that supports regulatory compliance and helps optimize supply chain operations.

Bamboo Rose is a Multi-Enterprise Supply Chain Business Network that provides a globally accessible and secure environment for organizations and their partners to share information related to product development and supply chain.

Nira develops and maintains software solutions that enable food supply chain partners and regulators to discover and access product information from authoritative sources.

iFoodDS offers a comprehensive food supply chain platform for food safety, traceability, and quality management.

For more information, visit www.fda.gov.

Traceability Rule

(Continued from p. 1)

However, selected stakeholders highlighted various challenges that industry and federal and nonfederal regulators could face as they prepare for compliance and enforcement.

While FDA has begun an iterative planning process for implementing the rule, as of October 2023, it had not finalized or documented an implementation plan, which could hinder its ability to address these challenges, the report stated.

Stakeholders interviewed by the GAO highlighted various challenges that would affect individual businesses within a food's supply chain, the report said. Specifically, stakeholders identified three broad challenges:

Obtaining additional, timely guidance, tools, templates, and education. Many stakeholders said that industry needs additional, timely guidance, tools, templates, education and outreach to achieve compliance with the rule.

Several stakeholders also expressed concerns about the assistance FDA has provided to date and indicated that a lack of detailed information is delaying their efforts to comply with the rule.

Making operational changes. Many stakeholders stated that businesses would need to adjust their current traceability practices and operational procedures. Several stakeholders said that the rule would require changing current traceability practices such as assigning lot codes or using purchase records and financial accounting to aid in traceability.

Dedicating additional costs and resources. Many stakeholders said the additional costs or resources needed to implement the traceability rule would present a challenge. For example, businesses may need to hire additional staff, purchase technology systems, or

hire providers to set up these systems and train staff on how to appropriately use them.

Stakeholders representing industry associations identified two categories of challenges that could affect multiple businesses operating across a food's supply chain and that would require coordination among those businesses to meet compliance goals.

Those challenges are reportedly: interoperability, or ensuring data and technology systems can communicate with each other; and meeting the established compliance timeline.

Many stakeholders said that it is a challenge for industry to ensure data and technology systems, such as software and scanners used to read labels and populate a database, are interoperable along food supply chains. For example, several stakeholders noted that the final rule lacks standardization with respect to some required data, such as units of measure and lot size, that may make tracking individual products difficult as a product moves along the food supply chain.

FDA and stakeholders identified four broad challenges that the agency and its nonfederal regulatory partners could face as they implement and enforce the traceability rule.

These challenges are: identifying and obtaining the resources needed to implement and enforce the rule; conducting outreach and education for sectors where FDA has limited experience; clarifying the enforcement process, roles, and responsibilities; and coordinating with nonfederal regulatory partners for consistent application.

FDA is in the early stages of planning for implementation of the rule and, as of October 2023, had not finalized and documented an overall implementation plan, according to FDA officials. These officials said that their planning involves developing the approaches, documents, tools,

and other materials needed to implement the rule.

FDA has made progress developing some high-level content for an implementation plan, according to agency officials.

These officials noted that this content mirrors the structure of implementation plans FDA developed for other FSMA rules. In addition, officials said they have identified timeframes for starting and completing planning activities.

Agency officials described to the US Government Accountability Office a list of the components of the implementation plan and a timeline for their development. For example, FDA officials stated that, in 2027, they expect to finalize details of how they will manage the long-term implementation of the rule.

Also, FDA stated in a September 2023 announcement that it expects to start routine inspections in 2027. The agency plans to use the period between the compliance date and start of routine inspections to develop and provide training and other educational support to the agency's nonfederal regulatory partners and industry.

FDA officials stated they recognize the importance of outreach, training, and education to their nonfederal regulatory partners and industry.

However, the agency has not finalized components of the plan or documented its inspection and compliance strategy, both of which are important to enable nonfederal regulatory partners and businesses to effectively implement or comply with the rule, the report noted.

By finalizing and documenting an implementation plan, and communicating relevant information from this plan to stakeholders, as appropriate, FDA will have better assurance it is well positioned to make progress towards its regulatory goals, the US Government Accountability Office report announced.

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Blue Bell Creameries' Ricky Dickson Honored With IDFA Laureate Award

Phoenix, AZ—The International Dairy Foods Association (IDFA) this week recognized the remarkable leadership of Ricky Dickson, former CEO and president of Blue Bell Creameries, with the IDFA Laureate Award.

Now in its fifth year, the award is given to a leader in the dairy industry who has made significant, prolonged contributions to the development and growth of dairy.

After more than 20 years with Blue Bell, Dickson was named general sales manager in 2003. In 2010, he was appointed vice president of sales and marketing, and went on to serve as a director on the Blue Bell board of directors.

In 2017, he was promoted to president, and in 2019, he was elected CEO and president. During his seven years as CEO and president of Blue Bell, Dickson helped lead the restructuring and expansion of the company's food safety efforts, resulting in Blue Bell earning the BRCGS global food safety certifications at all three of their production facilities.

Dickson also oversaw the renovation and expansion of the company's production facilities, including the recent construction of a new truck shop and milk receiving bay.

In addition to his service at Blue Bell, Dickson is a member and past board chair of the Dairy Products Institute of Texas and current chairman of the IDFA Ice Cream Board.

"During his years at Blue Bell, Ricky had an opportunity to touch so many lives, including mine," said Jimmy Lawhorn, the new president and CEO of Blue Bell Creameries.

"The company has benefited greatly under his direction. We would not be the Blue Bell we are today without his servant leadership and uplifting guidance," he continued.

Schreiber Foods Earns Inaugural Workplace Of The Year Award

Schreiber Foods, Inc. was recognized with the first annual IDFA Workplace of the Year Award for creating policies to promote a positive workplace experience for employees.

Award recipients demonstrate efforts to support women and minorities, create cultures of inclusiveness and respect, support professional development, establish paid parental leave and flexible work hours, and gender pay equality, among other criteria.

The judges said that Schreiber Foods set a high bar for their programs and policies focused on diversity, equity and inclusion, among others, and make diversity goals part of the company's goals for managers and executives.

The creation of a chief diversity officer position within Schreiber Foods was seen as an example of effective administration of company goals and policies related to diversity. The company is also a leader in supporting the health and wellness of families and future families of their employees, offering expansive health coverage, fertility coverage, adoption assistance, and coverage for gender-related dysphoria and other gender-related health needs.

Schreiber Foods' commitment to other key benchmarks, including flexible work policies and compensation, for example, were viewed as industry-leading.

"The Workplace of the Year Award recognizes IDFA member companies committed to putting people at the center of their businesses by, providing policies that support family well-being, and creating workplace environments that are safe, equitable and inclusive of all people, said IDFA president and CEO Michael Dykes.

"It's truly gratifying to have so many worthy applicants for the first annual award – demonstrating how companies across US dairy are focused on building better workplaces for all people – but none more deserving than Schreiber Foods," he continued.

Great Lakes Cheese Earns Food Safety Leadership Award

Rob Shumaker of Great Lakes Cheese received IDFA's eighth Food Safety Leadership Award for outstanding leadership directed at enhancing food safety within the dairy products industry.

Shumaker has worked with IDFA's Food Safety Committee and the University of Wisconsin to determine various food safety and risk factors in cheese production.

Kathy Glass with the University of Wisconsin's Food Research Institute wrote in her letter of support for Rob's nomination, "Rob is a guardian of food safety for Great Lakes Cheese and for the dairy industry."

Shumaker's work to critically evaluate risks associated with individual cheese varieties will help the FDA refine which cheeses should be subject to FDA's stringent food regulations, including traceability requirements to focus efforts on higher-risk cheeses rather than those that are intrinsically safe.

"I'm deeply appreciative of the guidance and mentorship from industry partners, academia, and the management team and Epprecht family at Great Lakes Cheese," Schumaker said.

Bateman's Mosida Farms Is IDFA's Innovative Dairy Farmer For 2024

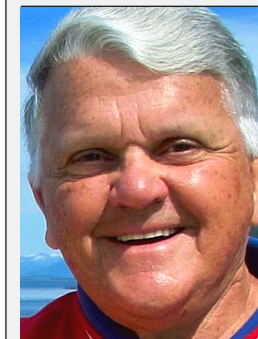
Bateman's Mosida Farms of Mosida, UT, earned the 2024 Innovative Dairy Farmer of the Year honor for its progressive vision and leadership that prioritizes cow care, sustainability, and innovation in service to high-quality dairying and efficiency.

The Bateman family has been operating a solar array on their dairy operation, allowing them to produce clean energy for the dairy and the local community.

They continue to push the envelope in nutrient management and are in the process of implementing a project to expand their waste storage facilities, install a centrifuge to treat their waste stream more effectively and construct earthen structures to further prevent any nutrients or storm water from entering nearby Utah Lake.

OBITUARIES

Paul Sartori, 78, of Plymouth, WI, member of family-owned and operated Sartori Foods, passed away Dec. 15, 2023. Sartori joined the family cheese business, formerly known



Paul Sartori

as S&R Foods, while in high school. After earning a business degree at Marquette University, Sartori

spent his career at Sartori Foods before retiring in 2000.

PERSONNEL

Blue Bell Creameries has tapped JIMMY LAWHORN as the company's new president, effective immediately. Lawhorn succeeds RICKY DICKSON, who announced his retirement in September after 43 years with the company and this week earned the IDFA Laureate Award for exceptional contributions to the dairy industry. Lawhorn has worked for Blue Bell Creameries for 26 years, most recently as vice president of sales and marketing, where he oversaw the planning and implementation of sales and marketing programs, advertising and public relations. Lawhorn also served Blue Bell Creameries as territory manager, sales manager, branch manager, region manager, corporate sales manager and general sales manager.

Crave Brothers Farmstead Cheese announces that GEORGE CRAVE, president, and wife DEBBIE CRAVE, vice president, will retire from their full-time leadership roles this month. Both will continue to serve as brand ambassadors for the company and work on special projects. Debbie was named Alice in Dairyland and worked in marketing for the Wisconsin Department of Agriculture, Trade & Consumer Protection and the Wisconsin Milk Marketing Board before joining George and starting Crave Brothers Farmstead Cheese in 2001 in partnership with George's brothers Charles, Mark and Tom. Managing partner MARK CRAVE will continue to lead the company, and general manager ADAM FALBO will oversee cheese operations. ROSEANNE CRAVE will oversee the company's sales and marketing efforts.



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WCMA Announces Judging Team For World Championship Cheese Contest

Madison—The Wisconsin Cheese Makers Association (WCMA), whose World Championship Cheese Contest, on Wednesday announced the team of dairy industry experts that will evaluate thousands of dairy products at this year's competition, to be held Mar. 5-7 at the Monona Terrace Community and Convention Center in Madison, WI.

This year's expert judging team includes 53 cheese graders, cheese buyers, dairy science professors, and researchers from 19 countries and 11 US states.

The Expert Judges:

Jill Allen, Tillamook Cheese, Oregon

Greg Anderson, The Kroger Company, Wisconsin

Dr. Gabriele Arlotti, CheeseItaly, Italy

Ir. Maarten Bakker, Royal FrieslandCampina, Netherlands

Marc Bates, Bates Consulting LLC, Oregon

KJ Burrington, American Dairy Products Institute, Wisconsin

Mirjana Curic-Bawden, Ph.D., Chr. Hansen, Wisconsin

Dominique Delugeau, Saputo, Wisconsin

Dr. Nana Farkye, Cal Poly, California

Jessica Fernández Lopez, Lactography, Mexico

Adrian Fowler, Fowlers Forest Dairies Ltd., United Kingdom

Dr. Mucio Furtado, IFF, Brazil

Chad Galer, Dairy Management, Inc., Illinois

Craig Gile, Cabot Creamery Cooperative, Vermont

Enda Howley, Ornuia, Ireland

John Jaeggi, Center for Dairy Research, Wisconsin

Luis Jiménez-Maroto, Center for Dairy Research, Wisconsin

Lars Johannes-Nielsen, Danish Dairy Board, Denmark

Andy Johnson, Dairy Connection, Inc., Wisconsin

Aileen Kacvinsky, Schuman Cheese, Wisconsin

Prof. Samir Kalit, Ph.D., University of Zagreb, Croatia

Dr. Kerry Kaylegian, Penn State University, Pennsylvania

Dieter Koch-Hartke, DMK Dairies, Germany

Kyle Koll, Sargento Foods, Wisconsin

Drew Kordus, Great Lakes Cheese, Wisconsin

Laura Laehn, Masters Gallery Foods, Wisconsin

Dr. Susan Larson, Center for Dairy Research, Wisconsin

Terry Lensemire, Lensemire Dairy Consulting, Wisconsin

Dr. Arnoldo Lopez-Hernandez, University of Wisconsin-Madison

Thierry Martin, Agropur, Canada

Christophe Megevand, Schuman Cheese, New Jersey

Lloyd Metzger, Valley Queen Cheese, South Dakota

Dr. Takayuki Miura, Nippon Veterinary & Life Sciences University, Japan

Kate Neumeier Clarke, Wisconsin Aging & Grading Cheese, Wisconsin

Per Olesen, St. Clemens Food Products, Denmark

Mike Pederson, Wisconsin Department of Agriculture, Trade and Consumer Protection (retired), Wisconsin

Gurth Pretty, Lakeview Cheese Galore, Canada

Miguel Rolo, Etapa Improvável, Portugal

Dr. Giuseppe Rositi, Dairy Technical Sales Consultant, Italy

Dr. Francisco de Asís Ruiz Morales, Institute of Agricultural and Fisheries Research and Training, Spain

David Satterness, Chr. Hansen (retired), South Dakota

Rosanne Sluijs, Cono Cheese Makers, Netherlands

Russell Smith, Dairy Australia

Dean Sommer, Center for Dairy Research, Wisconsin

Cathy Strange, Whole Foods Market, Texas

Suresh Sutariya, IFF, Kansas

Jason Tarrant, Talley's Group Limited, New Zealand

Ernesto Toalombo, Colonia Láctica, Ecuador

Stefan Truttman, FROMARTE, Switzerland

Prof. Milna Tudor Kalit, Ph.D., University of Zagreb, Croatia

Eric Vorpahl, Masters Gallery Foods, Wisconsin

Dr. Richard Weiss, Obersteirische Molkerei, Austria

Julie Winans, Chr. Hansen, Utah

The contest will once again be overseen by the World Championship Cheese Contest leadership team, comprised of nine longtime dairy professionals.

The chief judge is Jim Mueller of Mueller Consulting. Assistant chief judges include Tim Czmowski; Stan Dietsche, Oshkosh Cold Storage; Josef Hubatschek; Mariana Marques de Almeida, Ms. J & Co.; and Sandy Toney, Masters Gallery Foods.

Randy Swensen of Wisconsin Aging & Grading Cheese is the director of logistics.

For more information about the World Championship Cheese Contest, visit worldchampionshipcheese.org.



IDFA Names New Executive Council Members; Boards

Phoenix, AZ—The International Dairy Foods Association (IDFA) announced members of its Executive Council, as well as new directors for the group's five Industry Segment Boards during the Dairy Forum here this week.

The five Industry Segment Boards represent fluid milk, ice cream, cheese, yogurt and cultured products, and dairy-derived ingredients.

Patricia Stroup, senior vice president and chief procurement officer, Nestle S.A., and CEO of Nestrade S.A., was selected to chair the IDFA Executive Council. Mike Durkin, president and CEO of Leprino Foods Company, was named vice chair.

Other officers of IDFA's Executive Council include: secretary, Terry Brockman, chief business officer, Saputo Dairy Division USA; and treasurer, David Nelsen, group vice president of manufacturing, Albertsons Companies

David Ahlem, CEO and president of Hilmar Cheese Company, Inc., is the immediate past chair, IDFA announced.

International Dairy Foods Association Executive Council directors with terms ending January 2027 include: Ralph Hoffman, Schuman Cheese; and Gary Kaneb, HP Hood, LLC.

IDFA Executive Council directors with terms ending January 2026 include: Tim Doelman, fairlife, LLC; Jeff Gentine, Masters Gallery Foods, Inc.; Scott McGinty, Aurora Organic Dairy; and Brian Phelan, Glanbia Nutritionals, Glanbia plc.

International Dairy Foods Association Executive Council

directors with terms ending January 2025 include: Rich Draper, The Ice Cream Club, Inc.; and Louie P. Gentine, Sargento Foods.

Seth Teply, president & CEO, US and Canada, Tetra Pak, Inc., will serve as the Gold Business Partner Representative on IDFA's Executive Council with a term ending January 2026.

Joe Langehennig, vice president, corporate accounts, Ecolab; and Mary Ledman, global strategist-dairy, Rabobank, will serve as Gold Business Partner Representatives on IDFA's Executive Council with terms ending January 2025.

IDFA Cheese Board

Chair: Kurt Epprecht, owner/vice president, cheese quality & dairy policy, Great Lakes Cheese Co., Inc.; and vice chair: Sheryl Meshke, president and CEO, Associated Milk Producers, Inc. (AMPI)

IDFA Fluid Milk Board

Chair: Joe Diglio, president and CEO, Michigan Milk Producers Association; and vice chair: Tim Kelly, Shamrock Foods Company

IDFA Ice Cream Board

Chair: Andy Jacobs, CEO, Turkey Hill Dairy, Inc.; and vice chair: Richard Graeter, president and CEO, Graeter's Ice Cream Company

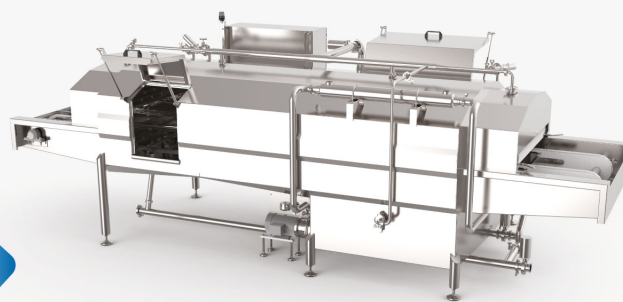
IDFA Ingredients Board

Chair: Daragh Maccabee, CEO, Idaho Milk Products (IMP); and vice chair: Gustavo Acosta, director global purchasing, dairy, Abbott

Yogurt & Cultured Products Board

Chair: Courtney Bidney, director, labeling & regulatory compliance, General Mills; and vice chair: Marc De Schutter, chief cycles & procurement officer, Danone North America.

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Women In Dairy

(Continued from p. 1)

and talent to succeed in a more competitive, diverse and inclusive future.

The 2024 *State of Women in Dairy* survey featured 396 women and 152 men of varying ages, job functions, and lengths of experience in the global dairy industry, including those working for processors, farmer cooperatives, farms, retailers, and suppliers.

Women in the US workforce are better represented than ever before, moving into more management positions and earning higher salaries each decade.

However, overall results mirrored research conducted by the US Department of Commerce, which found that men continue to hold most jobs in manufacturing, earn higher wages for similar work, and represent roughly three-quarters of all management positions.

The same is true for the food sector, where approximately three-quarters of the industry is made up of men, according to research from *Females in Food*, a professional development community for women professionals in food.

Areas Of Strength, Growth

Among the more positive outcomes, roughly 83 percent of women surveyed say they're aware of their organization having policies or procedures in place that prohibit discrimination based on gender.

The survey found 82 percent of women are offered flexible work schedules, and 70 percent say people in their workplace regularly turn to them for advice when making import decisions.

A total of 66 percent report being happy with opportunities for advancement offered by their employers, while 22 percent are unhappy.

Another 55 percent of women say they want to be a senior leader, and another 34 percent currently hold a senior position.

While these results demonstrate positive progress, the survey also revealed reported gender disparities – particularly in areas of career advancement, experiences in the workplace, compensation, mentorship, and overall company policies supporting women.

Responses indicate women in the industry often feel overlooked, undervalued, underpaid, and that their ambitions may be misrepresented. The survey results highlight a disconnect between men and women on these same factors.

Specifically, women report feeling less respected than male peers. Many have been mistakenly regarded as holding junior roles due to their gender.

Women also report experiencing a notable pay disparity, with 55 percent of women feeling that their gender has impacted their compensation unfairly.

According to those surveyed, there is a lack of effective mentorship and support for women, highlighting the need for more male allies in the industry.

Women report facing a variety of hurdles in advancing to leadership roles, with gender biases – historically and currently – playing a substantial role. While policies exist to promote equal treatment and inclusion in many companies, and those surveyed feel their effectiveness is questionable.

Considering these results, IDFA offered several recommen-

dations for the dairy industry to help mitigate these disparities:

- Set a clear strategy for cultural change that focuses on each company's needs and follows progress through data-based metrics.
- Directly engage executives and leaders across the organization to cultivate respectful and supportive company cultures with a focus on gender equality and more opportunities for diversity.
- Special attention to governance is needed, including effective policies and practices as well as greater commitment to having women leaders in the "C-Suite" as well as on boards of directors.
- More training and education across the organization, including about unconscious bias.
- Implement executive-led mentorship and leadership development programs with clear goals, consistent feedback, and time-bound. These road-maps should offer clear direction toward reaching executive leadership positions within a company.
- Conduct regular compensation audits to help address pay disparities and transparently report the outcomes.
- Ensure HR departments are adequately staffed and equipped to effectively handle gender discrimination complaints and foster a supportive environment.
- Expand family leave policies to support work-life balance.

More than 900 women and men belong to IDFA's Women in Dairy network, and the initiative has launched dozens of educational webinars, networking events, and a sense of community.

Further details are available online at www.idfa.org/womenindairy.

Cheese Merchants Refreshes Brand, Debuts New Website

Bartlett, IL—Cheese Merchants is beginning 2024 with a customer-focused website that highlights the history of the Cheese Merchants brand, its expanded product portfolio, as well as insightful resources, such as a "Culinary Inspiration Guide" developed by Laura Cowan, the company's corporate executive chef.



Cheese Merchants was founded in 1998 by Pasquale Greco and has grown from its roots in hard Italian cheeses, such as Parmesan, to encompass a variety of cheeses to meet the needs of broadline and specialty foodservice distributors, retailers, and food manufacturers. The portfolio of cheese companies and brands includes:

Toscana Artisan Italian Cheese: Since 1993, Toscana Cheese Company has been making award-winning fresh Mozzarella and Oaxaca cheeses.

Eau Galle Cheese: Family-owned since 1945, Eau Galle is led by Wisconsin Master Cheesemaker Steve Bechel. Eau Galle, located in Durand, WI, produces wheels of Parmesan, Romano and Asiago.

Dairy State: Dairy State Cheese continues upholding the tradition for high-quality cheese blocks made in Wisconsin.

Selfish Cow: An industry disruptor, years in the making, elevating plant-based cheeses for the masses. Dedicated to creating delicious plant-based, dairy-free cheese with super cheesy pull and meltiness.

As a vertically integrated cheese provider, Cheese Merchants operates seven state-of-the-art facilities, over 1 million square feet, 20-plus production lines, and a combined 250-plus years of cheesemaking. These operations allow Cheese Merchants to deliver cheeses in any style (grated, shaved, shredded, wedged, wheels), along with customizable packaging options, the company explained.

"What sets Cheese Merchants apart is our unparalleled customer service. Even during the pandemic with supply-chain disruptions, we were able to fill more than 98 percent of our orders. Many of our sales associates have been with the company for 10 years or more, and they pride themselves on building strong relationships with our customers," said Jim Smart, Cheese Merchants executive vice president.

For more information about Cheese Merchants, visit www.cheesemerchants.com.

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All New Zealand Dairy Products Can Now Enter China Duty-Free

Wellington, New Zealand—All New Zealand dairy products are now able to enter China duty-free, with the end of safeguard duties on milk powder starting Jan. 1, 2024, according to Todd McClay, New Zealand's agriculture and trade minister.

In 2008, China agreed to remove all tariffs on dairy products in the New Zealand-China Free Trade Agreement (FTA), McClay noted. With the safeguard duties on milk powder now removed, "this marks the final liberalization of dairy access under the FTA.

"This is good news for our dairy sector," McClay continued. "The removal of these remaining tariffs is expected to deliver additional annual tariff savings of approximately \$350 million."

New Zealand entered into a free trade agreement with China in 2008, and an upgrade to that agreement entered into force on Apr. 7, 2022.

In the year to June 30, 2023, China was by far New Zealand's leading dairy export market, accounting for 35 percent of New Zealand's dairy exports on a value basis, according to a recent report from the New Zealand Ministry of Primary Industries.

Also in the year to June 30, 2023, China was New Zealand's leading export market for whole milk powder, accounting for 31 percent of New Zealand's exports; butter, anhydrous milkfat, and cream, accounting for 26 percent of exports; skim milk and buttermilk powder, accounting for 32 percent of exports; cheese, accounting for 27 percent of exports; and infant formula, accounting for 70 percent of exports.

In other New Zealand dairy news, an annual report released recently by DairyNZ and Livestock Improvement Corporation (LIC) showed that, in the 2022/23 season, New Zealand milk production remained relatively stable, with 20.7 billion liters of milk containing 1.87 billion kilograms of milk solids processed by dairy companies. This represented a 0.4 percent decline in liters produced, but a 0.3 percent increase in kilograms of milk solids.

While milk production per cow increased, the trend of declining cow numbers continued, with a 3.46 percent decrease to 4.67 million cows.

"Our sector is producing more milk solids from a smaller cow population, and this is testament to the great work of Kiwi dairy farmers," said David Chin, LIC chief executive.

Organic Valley Makes First Payments Under Carbon Insetting Program

La Farge, WI—Organic Valley on Monday announced that the first agreements and payments have been provided to initial organic farmers participating in Organic Valley's Carbon Insetting Program (OVCIP).

The OVCIP is Organic Valley's strategy for reducing its collective environmental impact. The program was developed to achieve reductions in on-farm (scope 3) carbon emissions while paying farmer-members for their carbon-friendly practices and improvements.

Carbon "insetting" is different from carbon "offset" schemes because the investment and on-farm climate improvements occur within Organic Valley's own supply chain of small organic family farms, the co-op explained. With carbon insetting, those carbon reductions are assigned to the organic food Organic Valley markets to consumers and commercial dairy buyers.

Organic Valley said its carbon insetting program is category first in offering end-to-end support and a market price per ton of third-party verified carbon reduction or removal by a participating farm. The co-op offers technical assistance to help farmers plan and design carbon-reducing projects, sources grant implementation funds and ensures monitoring and verification of those projects.

The initial projects are occurring across regions, and the first set of farmer agreements include on-farm projects such as trees planted in actively grazed pastures, renewable energy installations at farmsteads, upgraded

manure management technology, and enteric-reducing feed supplements.

All carbon reduced or removed by on-farm practices will be validated and verified by third-party auditing to ensure Organic Valley's supply chain reductions align with the global standards-setting GHG Protocol.

Organic Valley is paying farmers directly. Participating farmers are paid what the co-op says is a competitive price per metric ton of carbon reduced or removed. Organic Valley's goal is to enroll 240 practices per year.

"These are real funds for farmers taking action to reduce greenhouse gas emissions in the US," said Jeff Frank, Organic Valley's CEO. "We're building this business to deliver for farmers who deserve to be rewarded for their efforts and customers who want real choices for climate-friendly dairy."

"We promote a food production system that produces good food for people but maintains an environment that does not deplete natural resources," said Organic Valley dairy farmer Chris Wilson. "The goal is constantly trying to find ways to sequester carbon and make healthy soil.

"Healthy soil supports healthy cows, healthy cows make delicious and nutritious milk; all this goes hand in hand," Wilson said.

In September 2022, Organic Valley was awarded, as the lead partner, a \$25 million grant through the USDA Partnerships for Climate-Smart Commodities Program. Organic Valley is using two strategies to reduce supply

chain emissions: mitigate greenhouse gas emissions, and maximize opportunities for carbon sequestration.

Over the five-year grant timeline, Organic Valley has a goal to reduce 65,000 tons of carbon through almost 1,200 new practices on 500 Organic Valley farms in 28 states.

USDA first announced details of the Partnerships for Climate-Smart Commodities opportunity in February 2022. Through this opportunity, USDA is financing partnerships to support the production and marketing of climate-smart commodities via a set of pilot projects lasting one to five years.

On Sept. 14, 2022, US Secretary of Agriculture Tom Vilsack announced USDA would be investing up to \$2.8 billion in 70 selected projects, including a number of dairy-related projects, under the first pool of the Partnerships for Climate-Smart Commodities funding opportunity. On Dec. 12, 2022, he announced \$325 million would be invested in an additional 71 projects under the second funding pool.

USDA expects accepted projects will: provide technical and financial assistance to producers to implement climate-smart production practices on a voluntary basis on working lands; pilot innovative and cost-effective methods for quantification, monitoring, reporting and verification of greenhouse gas benefits; and develop markets and promote the resulting climate-smart commodities.

Founded in 1988, Organic Valley today is owned by over 1,600 organic family farms, and markets a variety of dairy and other food products. For more information, visit ov.coop.

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New York Cheese Manufacturers Association Registration Now Open

Syracuse, NY—The New York State Cheese Manufacturers Association (NYSCMA) has opened registration for its annual spring meeting here March 4-5 at the Syracuse DoubleTree Hotel.

The two-day meeting will include presentations by leading dairy industry experts, research reports from Cornell University, and the latest regulatory updates.

A partial list of confirmed speakers includes Ed Gallagher, Dairy Farmers of America (DFA); Cornell University's Dave Barbano and Mike Van Amburgh; Todd Stertz and Tergel Erdenebat, Tetra Pak; and Sarah Simiele of Curd Nerd.

The speaker lineup also features Rashi Akki of Ag-Grid

Energy, LLC; and Steve Hoyt and Stacey Sabo with the New York State Energy Research & Development Authority (NYSERDA).

Industry members Steve Funk, Nelson-Jameson, Inc.; Brian Grochowski, AQUIONICS; and Norm LaVigne, Valcour Process Technologies, will likewise participate in a panel discussion.

Conference registration closes February 20. Registration is also open for the annual Northeast Dairy Foods Association, Northeast Dairy Suppliers, and NYSCMA Dairy Blender event on March 26 at the DoubleTree Syracuse.

For more information and sign-up links for both events, visit www.nyscheesemakers.com.

Registration Open For UWRF Dairy Processing, Cheesemaking Courses

River Falls, WI—The University of Wisconsin-River Falls (UWRF) recently announced dates for its dairy and cheese-related workshops for the spring semester.

A HACCP short course will be held Feb. 6-8 on campus. The workshop is open to all food processors, suppliers and regulators who wish to learn or review HACCP basics for food safety.

Topics of discussion include the potential of food safety hazards, prerequisites, validation of HACCP plans, implementing HACCP, and regulation. Cost to attend is \$795 per student.

The UWRF hands-on cheesemaking course is set for March

4-8. The course is suitable for beginning cheese makers or anyone interested in gaining more knowledge in cheesemaking technology. Completion will give six months' credit toward the apprenticeship requirement for a Wisconsin cheese maker's license.

Instruction will cover basic dairy chemistry and composition, milk microbiology, starter cultures and the manufacture of a variety of cheeses. Students will also learn about milk composition, regulations, and sanitation. Cost to attend the class is \$1,195 per student. For more details and online registration, visit www.uwrf.edu/ANFS/DairyProcessingWorkshops.

The History of the American Dairy Products Institute 1925 to 2022

MARY JANE CARLISLE, JR.

The History of the American Dairy Products Institute 1925 to 2022

by Mary Jane Carlisle, Jr.
2023, 323 pages, \$75 + Shipping and Handling

For a long time, there have been some members of the American Dairy Products Institute (ADPI) who have been meaning to write the history of this fine organization before the story gets lost.

Now, after months of collaboration with members, industry leaders and others, it's become a reality!

This book was written using ADPI records and minutes, and with the research materials from member's personal files. It offers a well-rounded picture of where it came from and how it got here from there.

"A perfect publication to show how folks with different ideas on how to utilize a product for profit (sometimes) can create an entire and broad industry!", Mark Davis

For details: www.cheesereporter.com/HistoryofADPI.htm

Online, Self-Paced Dairy Science Class Open For Sign-Up

Ithaca, NY—Registration is open for Cornell University's Dairy Science & Sanitation online, self-paced workshop offered in English or Spanish.

Organizers of the workshop said the class is tailored for dairy processing personnel, and designed to help students understand the basic principles of dairy science and safety.

It's ideally suited for maintenance and production personnel, and those involved in QA/QC, organizers stated.

Self-paced content for participants covers basic dairy science, including composition of milk, dairy microbiology, and dairy food safety, as well as an overview of dairy regulations.

Participants of the online workshop will learn the basics of cleaning and sanitizing principles; unit operations, including both raw milk production and receiving; dairy processing, plant equipment and design; and general control of pathogenic and spoilage microorganisms.

Online instruction will provide information on cleaning and sanitizing chemicals, their properties and applications, and details on clean-in-place (CIP) and clean-out-of-place (COP) systems and common errors seen in the industry.

The self-paced, online, course has rolling admission, and students have four weeks to complete the course, organizers stated.

Cost is \$650 per person and \$1,000 for the multi-language version.

Visit cals.cornell.edu/dairy-science-and-sanitation-registration for more information on Cornell University's Dairy Science & Sanitation online, self-paced workshop.

PLANNING GUIDE

New York State Cheese Manufacturers Association Spring Meeting: March 4 - 5, DoubleTree Hotel, Syracuse, NY. Registration will be opening soon.

World Championship Cheese Contest: March 5-7, Monona Terrace Convention Center, Madison. Visit www.worldchampioncheese.org for updates.

ADPI Global Ingredients Summit: March 11-13, 2024, Peppermill Resort, Reno, NV. Visit www.adpi.org for more information.

International Pizza Expo & Conference: March 19-21, Las Vegas Convention Center, Las Vegas, NV. Visit www.pizzaexpo.com.

Ice Cream Technology Conference and Yogurt & Cultured Innovation Conference: April 9-10, Hilton Clearwater Beach Resort, Clearwater, FL. Visit www.idfa.org for more information.

Cheese Expo: April 16-18, 2024, Baird Center, Milwaukee, WI. Registration online at www.cheeseexpo.org.

ADPI/ABI Joint Annual Conference: April 28-30, Sheraton Grand Chicago Riverwalk, Chicago, IL. Visit adpi.org/events for updates.

IDDBA 2024: June 9-11, George R. Brown Convention Center, Houston, TX. Visit iddba.org for updates.

WDPA Dairy Symposium: July 8-9, Landmark Resort, Egg Harbor, WI. Check www.wdpa.net for updates, registration, and speaker information.

American Cheese Society Annual Conference: July 10-13, Buffalo, NY. Visit www.cheesesociety.com for updates and contest information.

IDDBA's 60th Expo, June 9-11 In Texas; Registration Open

Houston, TX—The International Dairy Deli Bakery Association (IDDBA) has kicked off online registration for its 60th annual event and expo here June 9-11, 2024 at the George R. Brown Convention Center.

This year's show will feature over 2,000 exhibit booths representing 564 retail companies and 28 different countries.

For updates, more exhibit details and to register for the event in Houston, visit www.iddba.org.





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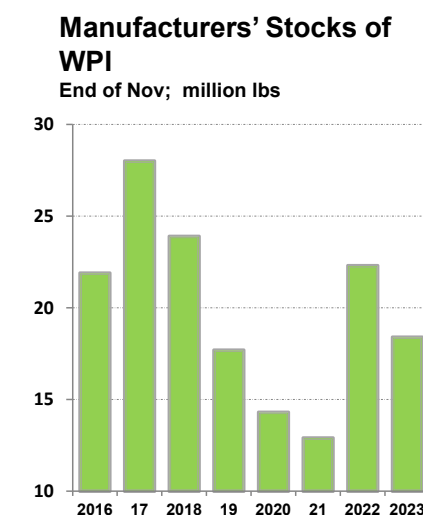
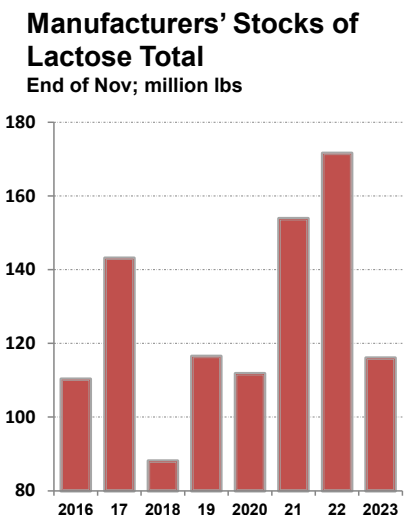
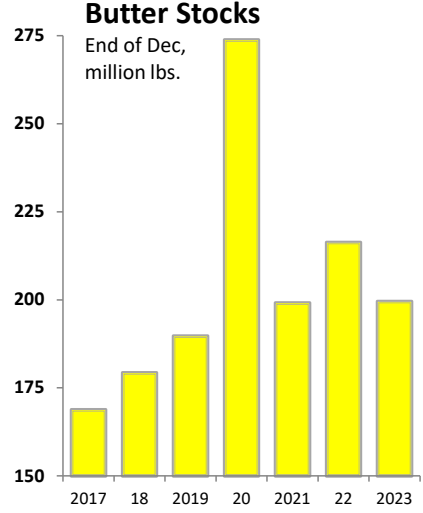
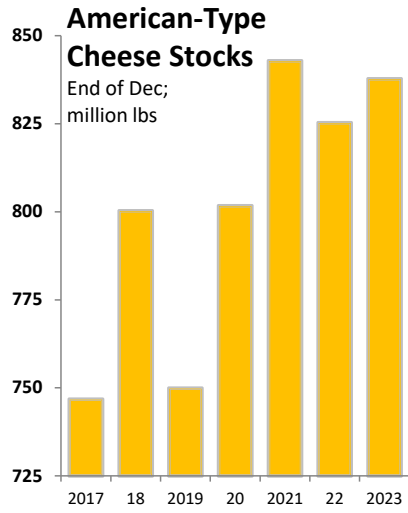
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Dairy Product Stocks in Cold Storage

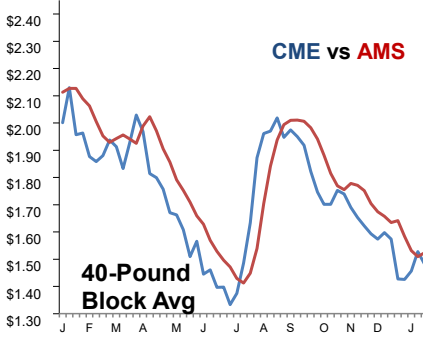
TOTAL STOCKS AS REPORTED BY USDA (in 1000s of pounds unless indicated)

	Stocks in All Warehouses			December 31, 2023 as a % of		Public Warehouse Stocks
	Dec 31 2022	Nov 30 2023	Dec 31 2023	Dec 31 2022	Nov 30 2023	Dec 31 2023
Butter	216,295	212,632	199,531	92	94	175,071
Cheese						
American	825,285	8828,377	837,795	102	101	
Swiss	24,218	20,936	21,061	87	101	
Other	595,630	587,321	583,678	98	99	
Total	1,445,133	1,436,634	1,442,534	100	100	1,037,646



DAIRY PRODUCT SALES

Jan. 24, 2024—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM.



Week Ending	Jan. 20	Jan. 13	Jan. 6	Dec. 30
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	1.5235	1.5098	1.5318	1.5832
Sales Volume	Pounds			
US	11,376,044	11,586,124	11,020,791	11,140,117
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	1.5672	1.5553	1.5540	1.6190
Adjusted to 38% Moisture				
US	1.4914	1.4807	1.4807	1.5390
Sales Volume	Pounds			
US	11,997,329	12,432,955	11,679,381	14,2317,850
Weighted Moisture Content	Percent			
US	34.85	34.88	34.93	34.78
AA Butter				
Weighted Price	Dollars/Pound			
US	2.6156	2.6447	2.6687	2.6106
Sales Volume	Pounds			
US	4,591,952	4,764,252	1,946,142	2,931,464
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.4388	0.4304	0.4264	0.4109
Sales Volume	Pounds			
US	6,342,705	4,613,355	3,676,325	3,604,222
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.2118	1.2072	1.2143	1.1663
Sales Volume	Pounds			
US	15,646,202	16,216,734	10,387,040	22,213,232

DAIRY FUTURES PRICES

SETTLING PRICE							*Cash Settled	
Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
1-19	Jan 24	15.18	19.28	43.500	120.025	1.536	1.5260	262.000
1-22	Jan 24	15.21	19.25	43.500	120.150	1.536	1.5260	261.500
1-23	Jan 24	15.19	19.25	43.500	120.150	1.536	1.5250	261.500
1-24	Jan 24	15.18	19.25	43.500	120.025	1.536	1.5230	261.500
1-25	Jan 24	15.20	19.25	43.500	120.150	1.536	1.5260	262.000
1-19	Feb 24	15.79	19.04	43.000	120.000	1.587	1.5870	256.050
1-22	Feb 24	15.89	19.06	43.475	120.250	1.590	1.6000	255.750
1-23	Feb 24	15.70	19.06	43.475	120.125	1.600	1.5850	255.650
1-24	Feb 24	15.58	19.06	43.750	121.000	1.575	1.5650	258.000
1-25	Feb 24	15.86	19.55	44.425	120.375	1.582	1.5850	265.500
1-19	Mar 24	16.09	18.95	43.250	119.125	1.650	1.6200	256.400
1-22	Mar 24	16.13	18.98	43.250	119.000	1.650	1.6210	256.950
1-23	Mar 24	15.97	18.98	44.000	119.100	1.650	1.6100	257.150
1-24	Mar 24	15.86	19.00	44.000	118.800	1.620	1.5930	258.500
1-25	Mar 24	16.15	19.50	44.525	119.350	1.624	1.6190	266.000
1-19	April 24	16.80	19.20	45.000	121.000	1.730	1.6900	258.100
1-22	April 24	16.72	19.17	45.000	121.500	1.721	1.6800	257.600
1-23	April 24	16.63	19.17	45.000	121.425	1.708	1.6650	258.075
1-24	April 24	16.43	19.26	45.500	119.425	1.690	1.6460	260.750
1-25	April 24	16.57	19.55	45.100	120.200	1.690	1.6550	268.250
1-19	May 24	17.47	19.39	45.000	123.175	1.802	1.7600	260.000
1-22	May 24	17.43	19.38	45.000	123.175	1.792	1.7520	259.200
1-23	May 24	17.30	19.36	44.750	122.900	1.776	1.7390	260.500
1-24	May 24	17.09	19.36	45.570	121.000	1.760	1.7130	262.500
1-25	May 24	17.13	19.68	45.500	121.975	1.750	1.7130	270.000
1-19	June 24	17.85	19.60	45.075	124.500	1.833	1.8080	261.500
1-22	June 24	17.91	19.60	45.075	124.600	1.833	1.8000	260.575
1-23	June 24	17.71	19.62	45.075	124.600	1.827	1.7850	262.500
1-24	June 24	17.59	19.62	46.000	123.475	1.806	1.7650	264.275
1-25	June 24	17.72	19.92	46.000	123.700	1.806	1.7660	271.775
1-19	July 24	18.05	19.82	46.250	127.000	1.877	1.8260	263.375
1-22	July 24	18.05	19.82	46.250	126.950	1.861	1.8240	263.000
1-23	July 24	17.94	19.83	46.250	126.950	1.858	1.8180	264.000
1-24	July 24	17.85	19.85	46.250	125.475	1.848	1.8000	265.750
1-25	July 24	17.94	20.12	46.250	126.000	1.848	1.8060	273.250
1-19	Aug 24	18.25	19.94	46.500	128.500	1.875	1.8460	264.350
1-22	Aug 24	18.21	19.94	46.500	128.500	1.875	1.8430	264.350
1-23	Aug 24	18.10	20.10	46.500	128.500	1.875	1.8380	265.025
1-24	Aug 24	18.29	20.10	46.500	127.500	1.860	1.8230	267.475
1-25	Aug 24	18.09	19.92	46.500	127.500	1.860	1.8230	274.600
1-19	Sept 24	18.44	20.02	47.000	130.500	1.906	1.8570	264.025
1-22	Sept 24	18.40	20.05	47.000	130.500	1.903	1.8630	264.350
1-23	Sept 24	18.31	20.15	47.000	130.500	1.887	1.8480	265.500
1-24	Sept 24	18.39	20.15	47.000	129.850	1.871	1.8340	267.375
1-25	Sept 24	18.45	20.00	47.000	129.850	1.871	1.8330	274.500
1-19	Oct 24	18.41	20.10	47.250	131.500	1.905	1.8650	264.025
1-22	Oct 24	18.41	20.10	47.000	131.500	1.902	1.8630	264.350
1-23	Oct 24	18.27	20.30	47.000	131.500	1.890	1.8500	265.750
1-24	Oct 24	18.41	20.30	47.000	131.500	1.876	1.8370	267.775
1-25	Oct 24	18.29	20.34	47.250	131.500	1.868	1.8290	274.600
1-19	Nov 24	18.41	20.05	47.000	132.200	1.902	1.8620	262.500
1-22	Nov 24	18.38	20.06	47.000	132.200	1.901	1.8620	264.500
1-23	Nov 24	18.24	20.10	47.000	132.200	1.889	1.8250	264.000
1-24	Nov 24	18.40	20.12	47.000	131.425	1.886	1.8150	265.925
1-25	Nov 24	18.17	20.35	47.000	131.425	1.869	1.8300	270.025
Jan. 25	28,214	9,051	3,657	9,030	2,658	20,925	9,556	

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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - JAN. 19 : Winter weather again affected dairy operations in the eastern states. Some milk volumes intended for Class III processing were redirected into bottling for grocery retailers. Cheese plant managers relay lighter production schedules have not affected inventories. In the Central region, winter weather also proved to be an obstacle to cheese makers. Milk is readily available, but cheese production schedules are lighter due to weather. Spot milk prices were reported at \$7 to \$0.50 under Class III. Inventories in the region are comfortable, and demand is seasonally steady. Retail cheese demand has flattened in the West. Milk volumes are readily available for Class III processing. Some transportation delays and disruptions were reported, but some contacts relayed they were able to acquire spot milk loads below Class III pricing. Cheese inventories are steady to stronger. Export demand has strengthened as domestic cheese prices become more competitive.

NORTHEAST - JAN. 24: Despite some winter weather, no interruptions were reported for cheese operations. There continue to be strong milk volumes available for Class III processing and cheese plant managers note steady production schedules. Domestic cheese demand is seasonally steady, though contacts indicate bearish market tones are beginning to emerge. Inventories of Cheddar and Mozzarella are noted to be comfortable. Foodservice demand is reportedly higher than in recent weeks. Retail demand is steady to stronger.

MIDWEST AREA - JAN. 24: Cheese plant downtime, which has been consistently occurring for the past month, has eased some during week four, as more plant contacts reported more regular operations. Cheese makers relay spot milk availability has changed course this week. There were prices above Class III reported for the first time since prior to the year-end holidays, and some cheese makers say milk handlers are looking to edge back deliveries. Cheese demand is reported as ranging from stronger than typical to on par with previous years during this time. Cheese market prices, despite holding in a bearish position, are enticing to foodservice and retail entities replenishing pipelines on the other side of the holiday season. Retail and foodservice Cheddar and American style processors say orders are particularly busy for late January.

WEST - JAN. 24 : Domestic demand for varietal cheeses is steady to lighter. Harsh snowy/icy winter weather in northwestern parts of the region negatively impacted retail and foodservice purchasing activity. Class III spot load availability is mixed. In some cases, winter storms have caused transportation delays and disruptions of milk volumes. Cheese makers and converters relay steady production schedules overall. Stakeholders indicate spot milk loads being offered to cheese manufacturers at below Class level prices. Distributors note plenty of cheese is available for spot load purchasers. Export demand is steady.

FOREIGN -TYPE CHEESE - JAN. 24: European cheese demand is strong in retail markets. Industry sources note food retailers continue to show higher than typical demand for this time of year. The European foodservice market is mixed. Recent road blocking protests by farmers and an ongoing strike from workers of a German rail operator company have negatively affected foodservice demand in some parts of Europe. Stakeholders indicate contracted sales are decreasing. European milk production is mixed. Cold snaps in Germany contributed to some week-over-week decreases this month. Industry sources indicate milk production during January 2024 is lower than January 2023 thus far in France. Cheese inventories are reported as decreasing, but supplies are also reported to be meeting demands. According to industry sources, cheese exports out of the European Union from January through November 2023 were higher than January through November 2022. Conflict around the Red Sea continues to create a need to avoid journeys through the Suez Canal. European cheese price market tones remain firm.

EEX Weekly European Cheese Indices (WECI): Price Per/lb (US Converted)

Variety	Date: 1/24/24	1/17	Variety	Date: 1/24/24	1/17
Cheddar Curd	\$2.05	\$2.05	Mild Cheddar	\$2.07	\$2.07
Young Gouda	\$1.98	\$2.00	Mozzarella	\$1.80	\$1.83

WHOLESALE BUTTER MARKETS - JANUARY 24

NATIONAL: Retail and bulk butter demands are steady throughout most of the country. That said, demand from domestic and international buyers is noted as steady to moderate for the western region. Weak food service demand continues to be noted for the eastern region. Stakeholders say unsalted butter availability is tighter. Cream loads are readily available, and some Central region cream handlers say finding homes has been an uphill battle. Butter production is mixed. Some butter makers are running stronger, seven-day-a-week production. However, some butter makers are running lighter production schedules due to weather-related setbacks or planned machine maintenance

NORTHEAST: Cream volumes available for churning remain strong in the eastern region. Some butter plant managers report robust churning schedules and are seeking to acquire spot loads in the hopes of building frozen bulk butter inventory. Other contacts relay selling cream on the spot market and only churning contracted loads of cream. Foodservice demand is reportedly increasing slightly. Retail demand is seasonally steady. Last week's National Retail Report lists the national average price of conventional 1- pound packages of butter at \$4.88, up from \$4.09 the week prior. In the Northeast, the average advertised price of conventional 1- pound packages of butter is listed at \$4.34.

CENTRAL: Butter makers continue to report cream availability as ample. Cream loads continue to change hands at below the 1.20 multiple mark in the Upper Midwest, and in some cases this week, spot multiples were reported at below 1.00. Churning rates are at or near peak capacities. Butter plant managers are preparing for later-year demand needs. Regarding demand, bulk butter demand is unchanging week over week. Current inventory levels are mixed in the region from steady to light, but inventories are expected to increase near-term as cream handlers continue to offer notable amounts of cream. Butter market tones are range-bound to sturdy.

WEST: Cream volumes continue to be readily available in the West. However, some areas in the northwestern portion of the region contended with downed trees, power losses, and transportation difficulties due to harsher snowy/icy winter weather. That said, butter production is mixed, as some butter makers are currently working through cream volumes more strongly than anticipated. Manufacturers are running production schedules to build additional inventories for Q2. Current inventory levels are sufficient to accommodate most immediate buyer needs, but some stakeholders note tight unsalted butter availability. Domestic demand is steady to lighter with winter storm activity negatively impacting both retail and foodservice purchasing.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Shredded cheese in 6- to 8-ounce packages was the most advertised conventional cheese item, with an average price of \$2.51, down from \$2.57. Sliced cheese in 6- to 8-ounce packages was the most advertised organic cheese product with an average price of \$2.42. Ice cream in 48- to 64-ounce containers was the most advertised dairy product, with an average price of \$4.45, up from \$4.27 the week prior. Conventional butter in 1-pound packages had an average advertised price of \$4.80, down from \$4.88 the week prior.

Greek yogurt in 4- to 6-ounce containers was the most advertised conventional yogurt item, with an average advertised price of \$1.09, up from \$0.99. The most advertised organic yogurt product was regular yogurt in 32 -ounce containers with an average advertised price of \$4.38, up from \$3.78. Organic half-gallon containers of milk were the most advertised organic dairy item, with an average advertised price of \$4.09, down from \$4.35 last week.

RETAIL PRICES - CONVENTIONAL DAIRY - JANUARY 26

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	2.36		2.26		2.26	3.49	2.99
Butter 1#	4.80	4.36	4.86		5.07	3.59	3.99
Cheese 6-8 oz block	2.29	2.36	2.38	2.89	2.02	2.25	1.79
Cheese 6-8 oz shred	2.51	2.74	2.54	2.53	2.48	2.26	1.87
Cheese 6-8 oz sliced	2.69	3.13	2.68	2.98	2.67	2.16	1.79
Cheese 1# block	3.68	4.05		3.78	3.62	3.99	
Cheese 1# shred	3.95		3.98	3.84	2.97	4.49	3.89
Cheese 2# block	11.58		12.48		11.92		6.49
Cheese 2# shred	7.45	9.99	7.48		7.28		6.49
Cottage Cheese 16 oz	2.33	2.52	2.42	1.50	2.26	2.13	1.79
Cottage Cheese 24 oz	3.26	4.00	3.27	3.13	3.23		3.48
Cream Cheese 8 oz	3.99	3.06		2.13	2.11	2.97	1.93
Flavored Milk ½ gallon	2.26		1.66	2.50	2.73	1.87	1.49
Flavored Milk gallon	2.89		2.76		3.03		
Ice Cream 14-16 oz	4.23	3.84	4.70		4.44	2.97	3.69
Ice Cream 48-64 oz	4.45	3.63	4.84	3.33	4.87	4.05	3.69
Milk 8 oz	0.97					0.97	1.67
Milk ½ gallon	2.21		1.66	0.99	2.74	2.15	1.52
Milk gallon	3.44	3.69	2.67	2.66	3.91	3.57	
Sour Cream 16 oz	2.23	2.24	2.13	2.50	2.30	2.28	1.67
Sour Cream 24 oz	3.08	3.99	3.11	2.97	3.02		2.98
Yogurt (Greek) 4-6 oz	1.09	1.10	1.09	1.00	1.16	1.04	0.99
Yogurt 4-6 oz	0.73	0.83	0.66	1.16	0.78	0.75	0.60
Yogurt (Greek) 32 oz	4.79	6.21	4.67		3.77	6.53	
Yogurt 32 oz	2.65	3.12	2.37	3.12	2.36	3.35	

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:		Cheese 2 lb shred:	
Butter 1 lb:		Sour Cream 16 oz:	\$3.99
Cheese 6-8 oz shred:	\$2.98	Ice Cream 48-64 oz	
Cheese 6-8 oz block:	\$2.37	Milk ½ gallon:	\$4.09
Cheese 6-8 oz sliced:	\$2.42	Milk gallon:	\$7.60
Cottage cheese 16 oz:	\$4.12	Yogurt 4-6 oz:	\$1.38
Cottage cheese 24 oz:		Greek Yogurt 4-6 oz:	
Cream Cheese 8 oz:	\$3.31	Yogurt 32 oz:	\$4.38
Cheese 2 lb block:		Yogurt Greek 32 oz	\$6.49

DRY DAIRY PRODUCTS - JANUARY 25

WPC CENTRAL/WEST: Demand for WPC 34% is strong, as contacts note continued interest from animal feed end users who feel WPC 34% is a good value compared to alternative dairy proteins. Inventories of WPC 34% are available for spot purchasing, but some manufacturers have limited spot load availability through the remainder of Q1. Production of WPC 34% is steady but remains somewhat limited as manufacturers are focusing their production times on whey protein concentrate 80% and WPI. Contacts report markets for these commodities remain bullish as demand remains strong and inventories are tight.

LACTOSE CENTRAL/WEST: Demand for lactose remains strong in domestic markets. Some contacts note steady demand from international purchasers but say export sales are below previously forecasted levels. Lactose inventories vary. Some contacts report loads of lactose which is more interchangeable is available for spot purchasing. Meanwhile, some manufacturers say most of their lactose is con-

tracted or sold through the remainder of Q1, and spot purchasers report loads of lactose which meet more stringent requirements are tight. Lactose production is steady.

DRY WHEY/CENTRAL: Feed whey end users say offers are regularly coming in, but those prices are edging nearer to edible grade whey. Edible dry whey processing is steady. Contacts relay with continued firmness in the high-protein concentrate markets, there are strong pulls for whey solids into the processing of whey protein concentrate 80% and the like. Dry whey availability reports are mixed from contact to contact. Some end users say offers are incoming regularly, but they are not urged to add to their inventories. Some brokers relay recent searches for dry whey in the countryside have become more difficult to close. They say manufacturers are less pressured to move loads at below the \$.40/lb mark in the region. A number of contacts attending the Dairy Forum say dry whey market tones there were perceived with some bullish sentiment in the near-term.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
01/22/24	42,454	82,494
01/01/24	31,043	82,414
Change	11,411	80
Percent Change	37	0

CME CASH PRICES - JANUARY 22 - 26, 2024

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY January 22	\$1.4675 (NC)	\$1.5000 (+5½)	\$2.5450 (NC)	\$1.1750 (NC)	\$0.4275 (NC)
TUESDAY January 23	\$1.4600 (-¾)	\$1.5000 (NC)	\$2.5450 (NC)	\$1.1900 (+1½)	\$0.4350 (+¾)
WEDNESDAY January 24	\$1.4575 (-¼)	\$1.5000 (NC)	\$2.5775 (+3¼)	\$1.1925 (+¼)	\$0.4425 (+¾)
THURSDAY January 25	\$1.4400 (-1¼)	\$1.5225 (+2¼)	\$2.6875 (+11)	\$1.2025 (+1)	\$0.4425 (NC)
FRIDAY January 26	\$1.4700 (+3)	\$1.5375 (+1½)	\$2.7600 (+7¼)	\$1.2200 (+1¼)	\$0.4425 (NC)
Week's AVG \$ Change	\$1.4590 (-0.0033)	\$1.5120 (+0.0295)	\$2.6230 (+0.0586)	\$1.1960 (+0.0091)	\$0.4380 (+0.0249)
Last Week's AVG	\$1.4613	\$1.4825	\$2.5644	\$1.1869	\$0.4131
2023 AVG Same Week	\$1.6100	\$1.9630	\$2.2715	\$1.1640	\$0.3245

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Two cars of blocks were sold Monday at \$1.5000, which raised the price. Two cars of blocks were sold Tuesday, the last at \$1.5000, which left the price unchanged. There was no block market activity at all on Wednesday. Four cars of blocks were sold Thursday, the last at \$1.5225, which set the price. A total of 11 cars of blocks were sold Friday, the last at \$1.5375, which set the price. The barrel price declined Tuesday on an uncovered offer at \$1.4600, fell Wednesday on an uncovered offer at \$1.4575, dropped Thursday on a sale at \$1.4400, then increased Friday on a sale at \$1.4700.

Butter Comment: The price increased Wednesday on an unfilled bid at \$2.5775, jumped Thursday on an unfilled bid at \$2.6875, and rose Friday on a sale at \$2.7600. A total of 2 carloads were traded this week at the CME compared to a total of 33 carloads the week prior

Nonfat Dry Milk Comment: The price rose Tuesday on a sale at \$1.1900, increased Wednesday on a sale at \$1.1925, climbed Thursday on a sale at \$1.2025, and rose Friday on a sale at \$1.2200.

Dry Whey Comment: The price increased Tuesday on an unfilled bid at 43.50 cents, and rose Wednesday on an unfilled bid at 44.25 cents.

WHEY MARKETS - JANUARY 22 - 26, 2024

RELEASE DATE - JANUARY 25, 2024

Animal Feed Whey—Central: Milk Replacer:	.3000 (NC) – .3500 (NC)	
Buttermilk Powder:		
Central & East:	1.0800 (NC) – 1.1550 (NC)	West: 1.1100 (NC) – 1.2600 (NC)
Mostly:	1.1500 (NC) – 1.2100 (NC)	
Casein: Rennet:	3.5000 (NC) – 3.8000 (NC) Acid: 3.7000 (NC) – 3.9000 (NC)	
Dry Whey—Central (Edible):		
Nonhygroscopic:	.3900 (NC) – .4500 (+1)	Mostly: .4000 (NC) – .4250 (+½)
Dry Whey—West (Edible):		
Nonhygroscopic:	.4100 (+½) – .4925 (+¼)	Mostly: .4300 (+1) – .4700 (+1)
Dry Whey—NE:	.3850 (+¼) – .4575 (+¼)	
Lactose—Central and West:		
Edible:	.1425 (-1) – .3800 (NC)	Mostly: .2300 (NC) – .3200 (+1)
Nonfat Dry Milk—Central & East:		
Low/Medium Heat:	1.1600 (-1) – 1.2750 (+4½)	Mostly: 1.1800 (NC) – 1.2200 (NC)
High Heat:	1.3125 (+¼) – 1.3400 (-1)	
Nonfat Dry Milk—Western:		
Low/Med Heat:	1.1450 (+½) – 1.2400 (NC)	Mostly: 1.1700 (NC) – 1.2200 (NC)
High Heat:	1.2800 (NC) – 1.4450 (NC)	
Whey Protein Concentrate—34% Protein:		
Central & West:	.9100 (+1) – 1.1400 (NC)	Mostly: .9300 (+1) – 1.0200 (NC)
Whole Milk:	1.9500 (NC) – 2.2000 (NC)	

Visit www.cheesereporter.com for historical dairy, cheese, butter, & whey prices

HISTORICAL MILK PRICES - CLASS IV

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'11	16.42	18.40	19.41	19.78	20.29	21.05	20.33	20.14	19.53	18.41	17.87	16.87
'12	16.56	15.92	15.35	14.80	13.55	13.24	14.45	15.76	17.41	18.54	18.66	17.83
'13	17.63	17.75	17.75	18.10	18.89	18.88	18.90	19.07	19.43	20.17	20.52	21.54
'14	22.29	23.46	23.66	23.34	22.65	23.13	23.78	23.89	22.58	21.35	18.21	16.70
'15	13.23	13.82	13.80	13.51	13.91	13.90	13.15	12.90	15.08	16.43	16.89	15.52
'16	13.31	13.49	12.74	12.68	13.09	13.77	14.84	14.65	14.25	13.66	13.76	14.97
'17	16.19	15.59	14.32	14.01	14.49	15.89	16.60	16.61	15.86	14.85	13.99	13.51
'18	13.13	12.87	13.04	13.48	14.57	14.91	14.14	14.63	14.81	15.01	15.06	15.09
'19	15.48	15.86	15.71	15.72	16.29	16.83	16.90	16.74	16.35	16.39	16.60	16.70
'20	16.65	16.20	14.87	13.87	10.67	12.90	13.76	12.53	12.75	13.47	13.30	13.36
'21	13.75	13.19	14.18	15.42	16.16	16.35	16.00	15.92	16.36	17.04	18.79	19.88
'22	23.09	24.00	24.82	25.31	24.99	25.83	25.79	24.81	24.63	24.96	23.30	22.12
'23	20.01	18.86	18.38	17.95	18.10	18.26	18.26	18.91	19.09	21.49	20.87	19.23

USDA Buys 1.1 Million Containers Of Fluid Milk For February Delivery

Washington—The US Department of Agriculture (USDA) on Thursday announced the awarding of contracts to numerous companies for a total of 1,100,700 containers of fluid milk to be delivered during February 2024.

USDA's fluid milk purchase includes 86,400 gallons and 97,200 half-gallons of 1 percent milk; 446,400 gallons and 445,500 half-gallons of 2 percent milk; and 25,200 gallons of skim milk. The total price of the fluid milk purchases is \$2,978,947.90.

A total of 43,200 containers of fluid milk were not purchased due to no bids received, USDA reported.

Contracts awards are:

Aggregator, Inc.: 8,100 half-gallons of 2 percent milk, at a total price of \$13,658.22.

Anderson Erickson Dairy: 7,200 gallons of milk, at a total price of \$25,470.00.

Cream-O-Land Dairy: 61,200 containers of milk, at a total price of \$141,160.41.

Dairy Farmers of America: 35,100 containers of milk, at a total price of \$72,990.72.

Darigold: 54,000 containers of milk, at a total price of \$168,495.00.

Foster Dairy Farms: 92,700 containers of milk, at a total price of \$182,165.67.

Galliker Dairy Company: 30,600 containers of milk, at a total price of \$93,731.64.

GH Dairy, Chino, CA: 81,000 containers of milk, at a total price of \$222,624.00.

GH Dairy, El Paso, TX: 145,800 containers of milk, at a total price of \$472,896.00.

Hiland Dairy Foods Company: 53,100 containers of milk, at a total price of \$182,857.69.

HP Hood: 3,600 gallons of 2 percent milk, at a total price of \$10,466.28.

McArthur Next LLC: 30,600 containers of milk, at a total price of \$77,910.66.

New Dairy Opco, LLC: 21,600 containers of milk, at a total price of \$85,366.80.

Prairie Farms Dairy: 233,100 containers of milk, at a total price of \$582,402.00.

Royal Crest Dairy: 25,200 containers of milk, at a total price of \$98,544.00.

Ruby Robinson Company, LLC: 25,200 containers of milk, at a total price of \$92,736.00.

United Dairy Inc.: 184,500 containers of milk, at a total price of \$442,736.37.

Upstate Niagara Cooperative: Provided 8,100 half-gallons of 2 percent milk, at a total price of \$12,736.44.

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